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Department of Economic and Community Development

In The Business of Growing Your Business

youbelonginconnecticut.com



Governor John G. Rowland

2002

2001

2000

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1997

COMPETE, GROW, PROSPER — IN CONNECTICUT!

Are you taking advantage of all the benefits the state has to offer your Connecticut business? Here are just a few:

BUSINESS AND TECHNICAL ASSISTANCE

- ▶ Production improvement, workflow, ISO certification
- ▶ Export assistance
- ▶ Increasing sales to federal, state and local government
- ▶ Financial reviews for troubled companies
- ▶ Identifying financing sources

TAX BENEFITS

- ▶ Sales tax exemptions
- ▶ Corporation business tax credits
- ▶ Real and personal property tax abatements
- ▶ Enterprise Zones incentives

FINANCING

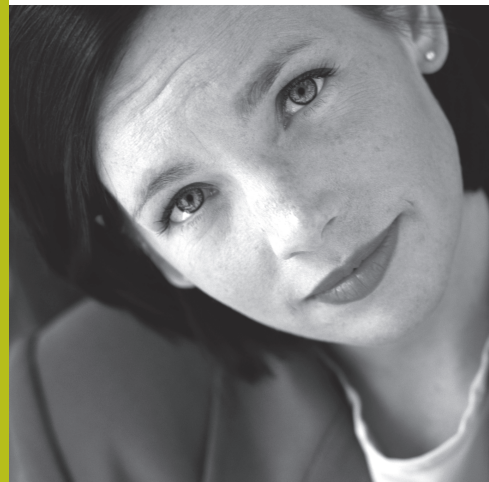
- ▶ Gap financing to make your project work
- ▶ Risk capital for technology companies
- ▶ Loan guarantees for deals needing collateral enhancement
- ▶ Training loans to upgrade workforce skills

TELL US WHAT YOU NEED. WE'LL HELP YOU GET IT!

Access to capital. Tax breaks. Help with everything from training your people to finding new customers a world away. Your Connecticut business can get all this and more through Connecticut's Department of Economic and Community Development (DECD).

At DECD, we have a million and one ways to help your company compete, grow and prosper. And the best part is, you don't have to know the ins and outs of state programs to take advantage of them. All you have to do is talk with a DECD representative. He or she will learn about your company, your goals and your unique needs, then tailor the right business assistance package for you.

Make sure your company's enjoying all the benefits of doing business in Connecticut. Invite a DECD agent to visit you.



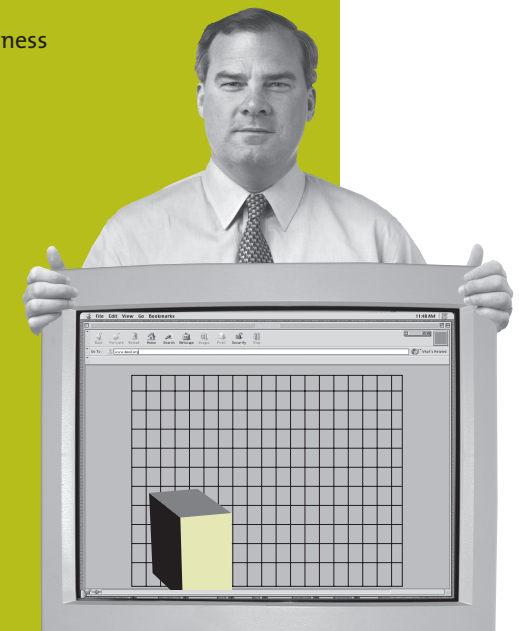
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GET FINANCING — AND GET GROWING.

We can help you obtain the financing that's the lifeblood of any business. Expanding? Financing is available for equipment and real estate. We may be able to arrange a direct loan in concert with a private lender or provide a loan guarantee that helps you meet a commercial lender's guidelines. If you're a high-tech company in the early stages of growth, you may qualify for risk-capital investment through the state's high-tech investment arm. Want to build-out biotech lab space? We have a \$60 million fund to help you do that. There's also special funding available for university/industry applied-research projects, clean-energy initiatives, beta testing of new technology and redevelopment of brownfields sites.

We'll help you find the dollars you need to do more with your business.

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[Creative Financing](#) ◀

[Brownfields Redevelopment](#) ◀

[Investment Incentives](#) ◀



CUT BUSINESS COSTS.

Your bottom line is our top priority. We'll help you take advantage of tax credits and exemptions on corporate, property and sales taxes. You can earn tax credits for investing in everything from machinery and equipment and research and development to hardware and software. Get sales tax exemptions for things like employee safety apparel, energy used in manufacturing, and computer and data processing services. And talk to us about exceptional tax breaks for companies that locate in targeted communities, Enterprise Zones and Enterprise Corridors. Energy costs out of control? We'll tell you about energy conservation programs that can save you a bundle.

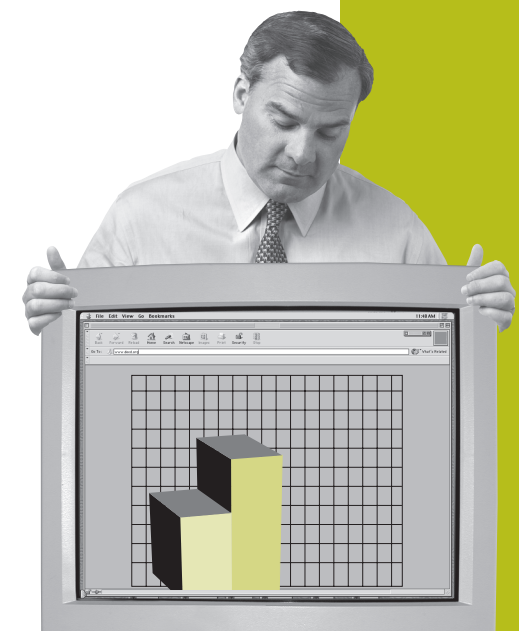
Cost-cutting advice from DECD. Profit from it.

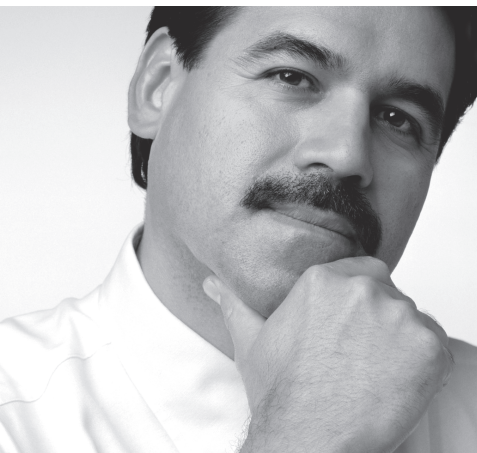
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▶ [Energy Savings Assistance](#)





GET THAT WORKFORCE EDGE.

Today's competitive, knowledge-based economy means it's more important than ever to make sure your employees' skills are the best. That takes training — and DECD can help. You may qualify for loans, or have some of your training costs reimbursed by the Department of Labor. We can help you create industry-specific training programs and explain how the Office for Workforce Competitiveness is working to link training programs to employer demand. We can even show you how to get top-quality training at lower cost through Regional Workforce Investment Boards, the Community College system or by joining forces with other companies in your area.

In Connecticut, training isn't just good business. It's a good deal.

EXPLORE OVERSEAS MARKETS WITH EXPERTS.

Your best potential customers and business partners may be oceans away. Reach them with help from DECD's International team. We'll help you assess your export potential, target overseas markets and put together an export plan. And we'll give you expert advice on all kinds of things involved in exporting, like insurance, financing and shipping. Plus, you can get information on everything from marketability to pricing to distribution and more from our in-country trade representatives in markets around the world.

DECD's International team: We'll take you where you want to go.

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- [Near Major and International Markets](#)

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Industry Clusters

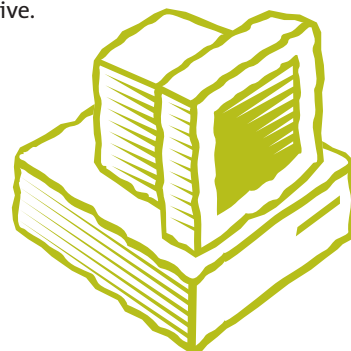
Public-private Partnerships

Private-sector-driven Business Climate

COMPETE IN THE GLOBAL ECONOMY — WITH INDUSTRY CLUSTERS.

Connecticut's Industry Cluster Initiative gives businesses a voice in creating an environment for success. When companies come together to form a cluster, they become more productive, more innovative and more competitive than ever before. At DECD, we provide funding for and work with industry clusters to identify what they need to compete in the global economy, addressing such cross-cutting issues as workforce, transportation and the state's regulatory environment. Examples of the demand-driven initiative include lean manufacturing and precision machining training programs involving the aerospace components industry, as well as the establishment of an Office of BioScience within DECD. In Connecticut, we don't just discuss the issues, we take action. Your DECD representative can explain how you can use the power of clusters to help your business compete and thrive.

When business talks, Connecticut listens.



cluster

What's a cluster?

It's a concentration of companies and industries interconnected by the markets they serve and the products they make, as well as the suppliers, trade associations and educational institutions associated with them. When these companies form a cluster organization and work closely with government, education, labor and other sectors, the result is a strong, globally competitive regional economy.

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TAP INTO RESOURCES FOR BETTER BUSINESS PERFORMANCE.

DECD has what it takes to help your business excel. We'll tell you how to get key business information quickly and easily from Connecticut's Business Response Center, a one-stop information gateway. Want to handle licensing, permitting and registration in a flash? Let us link you with SmartStart and CT-clic.com, where the service is great, and there's zero red tape. Need technical assistance to adopt lean processes, prepare for ISO registration or benchmark your business performance? We'll introduce you to the talented people at CONNSTEP, a field-based group of production engineers. And, for help obtaining federal, state and local government contracts, count on our Procurement Technical Assistance Program. Connecticut has so many resources for business — at state agencies, colleges and universities, trade associations and more — and we can connect you with them all.

Find the resources you need to succeed — with help from the specialists at DECD.

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ALL THE HELP YOU NEED — RIGHT IN YOUR BACKYARD.

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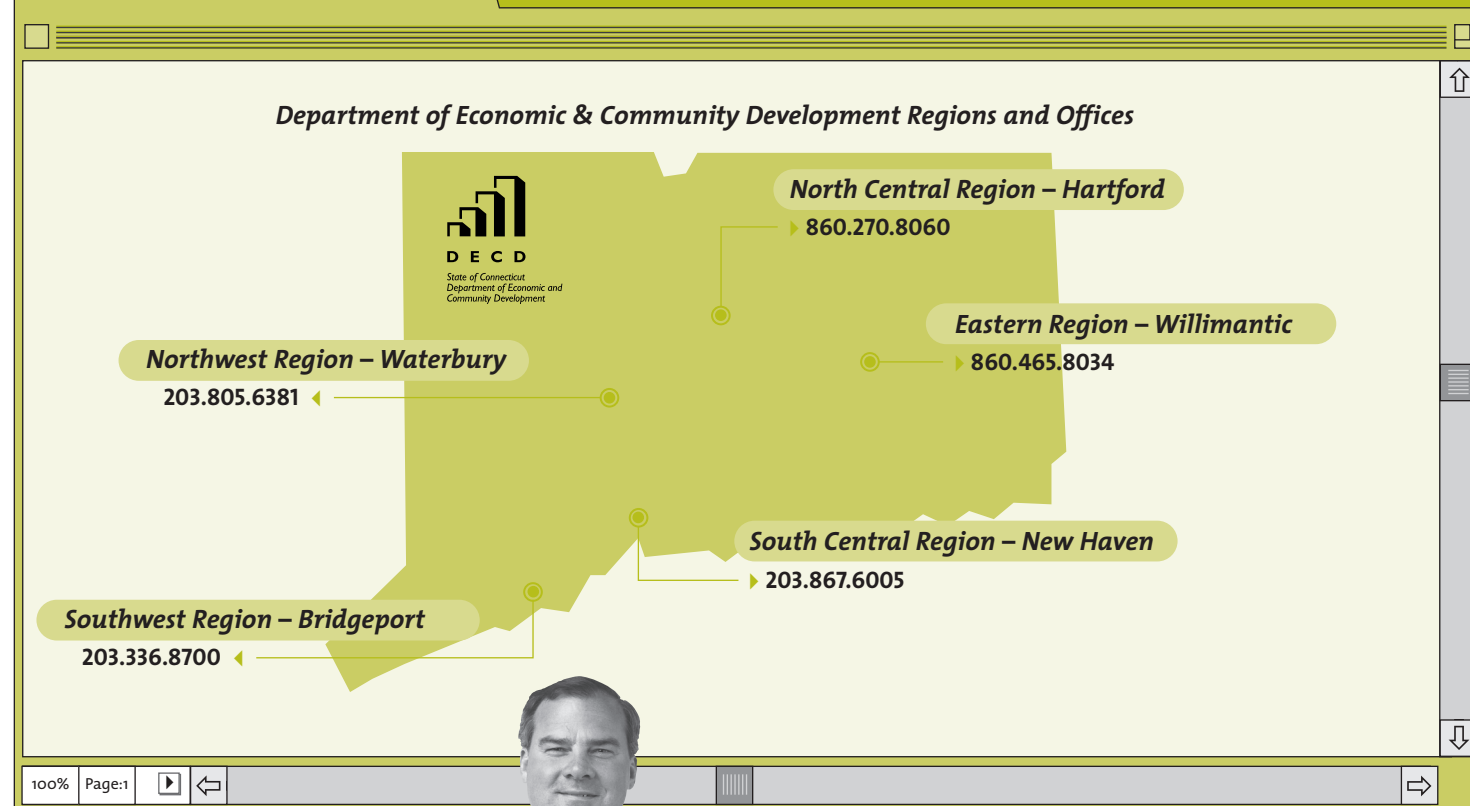
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Field Offices ◀

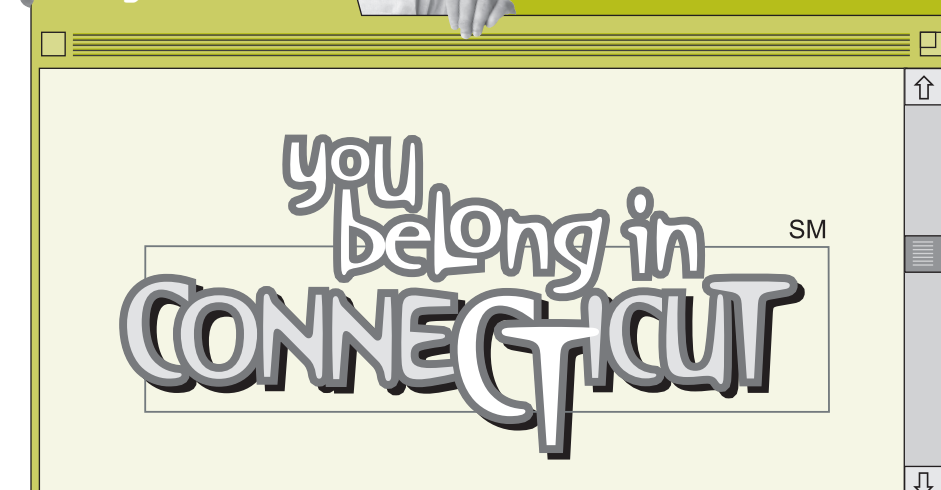
DECD now has five field offices around the state. Because we're local, we make it our business to get to know the industries, the companies, the people and the resources in each community we serve. So, when you call DECD, you can count on fast, personal service from professionals dedicated to helping your business grow.

Contact us today to learn more.

DECD assistance



right now



interested?

Want to know more about what you can do for your Connecticut business? Great!

Give us a call at 1.800.392.2122 ▶ or e-mail us at info@YouBelongInCT.com

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